

North Carolina District Review

August, 2006

U.S. Small Business Administration
North Carolina District

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MOST ACTIVE LENDERS FY 2006 YTD

OCTOBER 1, 2005 THROUGH JULY 31, 2006

LENDERS	7(a)	504	Total	\$ Amount Millions
Large and National Banks				
1. Bank of America	329	0	329	\$8.5
2. Capital One Federal Savings	114	0	114	\$4.5
3. BB&T	66	12	78	\$20.0
4. Wachovia Bank	47	1	48	\$22.9
5. Bank of Granite	33	2	35	\$4.8
6. First Citizens Bank	9	23	32	\$14.3
Community Express Lenders*				
1. Innovative Bank	243	0	243	\$2.9
2. Business Loan Express	130	0	130	\$4.1
Community Banks				
1. Surrey Bank & Trust Company	44	1	45	\$7.7
2. Community South Bank	8	7	15	\$18.2
3. The Fidelity Bank	9	3	12	\$3.8
4. Bank of Stanly	8	3	11	\$3.0
Small Business Lending Companies				
1. Self-Help Credit Union	57	0	57	\$2.7
2. CIT Small Business Lending Corp.	44	2	46	\$26.0
Certified Development Companies				
1. Self-Help Ventures Fund		48	48	\$25.4
2. Business Expansion Funding Corp.		29	29	\$12.7
3. Centralina Development Corp.		24	24	\$ 15.1

*Only SBA CommunityExpress loans are tabulated in this category.

PAY.GOV – ELECTRONIC REMITTANCE SYSTEM

Remittances for SBA Form 172 – Transaction Report on Loan Serviced By Lender or SBA Form 1544 – Loan Guarantee Fees and Care & Preservation of Collateral (CPC) Expenses can now be made electronically.

The Pay.gov website address is: <https://pay.gov/paygov/>.

Pay.gov is a free, secure, government-wide financial management transaction portal managed by the U.S. Department of the Treasury's Financial Management Service, developed in conjunction with the Federal Reserve Bank.

Pay.gov is convenient, easy, and available 7 days a week - 24 hours a day. We will be forwarding an instruction sheet how to use pay.gov to lenders shortly.

2006 NC VETS' INITIATIVE – YOUR INPUT REQUESTED

As you may already be aware, we are polling North Carolina lenders to determine interest in participating in a special outreach initiative to Veterans.

We invite you to join the SBA North Carolina District in offering special incentives for Veterans on SBA loans. This opportunity has been successfully offered in other SBA Districts. Lenders are electing to offer lower interest rates, special deferment periods, or waiver of repayment of part or all of the SBA guaranty fee on loans to veterans.

Please consider the concept and let us know the Veterans' incentives your lending institution would be willing to provide. We will issue a press release, list participating lenders on our website, and provide the list of lenders at all of our Veteran outreach events. We would also need to know the length of time you would hold the incentive open and a bank contact for the initiative.

Please contact one of the following SBA Lender Relations staff with your response.

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Your response is needed by **August 25, 2006** in order for us to promote this effort in conjunction with Veterans' Day.

FY 2006 LENDER RANKINGS OCTOBER 1, 2005– JULY 31, 2006

<u>Lender</u>	<u>7(a)</u>	<u>\$</u>	<u>504 Part</u>	<u>504 \$</u>
Bank of America	329	\$ 8,454,200		
Innovative Bank	243	\$ 2,875,000		
Business Loan Center, LLC	134	\$ 7,419,500	1	\$ 2,050,000
Capital One	114	\$ 4,460,000		
BB&T	66	\$ 11,995,770	12	\$ 7,956,750
Self-Help Credit Union	57	\$ 2,720,350		
Wachovia	47	\$ 22,430,900	1	\$ 500,000
CIT	44	\$ 24,268,400	2	\$ 1,731,570
Surry Bank & Trust	44	\$ 5,456,400	1	\$ 2,225,000
Bank of Granite	33	\$ 4,239,920	2	\$ 589,636
Banco Popular	22	\$ 13,473,200		
SunTrust	22	\$ 1,395,900	8	\$ 5,123,188
Superior Financial Group	18	\$ 135,000		
Community West Bank	17	\$ 4,257,400		
New Century Bank	11	\$ 3,263,200		
Wells Fargo	11	\$ 310,000		
Comerica	10	\$ 5,308,000		
Fidelity Bank	9	\$ 2,733,300	3	\$ 1,386,500
First Citizens Bank & Trust	9	\$ 3,202,000	23	\$ 11,063,346
Bank of Stanly	8	\$ 802,000	3	\$ 2,214,500
Community South Bank	8	\$ 5,504,000	7	\$ 12,691,300
UPS Capital	8	\$ 6,460,500		
Business Carolina, Inc.	4	\$ 3,640,000		
Lehman Brothers Bank	4	\$ 2,113,500		
Cabarrus Bank & Trust	3	\$ 300,000	1	\$ 2,572,500
Capital Bank	3	\$ 225,000	2	\$ 886,000
First Charter Bank	3	\$ 592,750	1	\$ 422,500
PNC Bank	3	\$ 513,700		
RBC Centura	3	\$ 470,000	2	\$ 1,507,293
Stearns Bank	3	\$ 579,400		
Unity Bank	3	\$ 1,123,500	2	\$ 3,437,500
Bank of the Carolinas	2	\$ 305,000	1	\$ 2,200,000
Buckhead Community Bank	2	\$ 1,449,900		
Carolina First Bank	2	\$ 1,163,000		
Crescent State Bank	2	\$ 750,000	1	\$ 1,250,000
First Carolina State Bank	2	\$ 1,912,700		
First National Bank of the South	2	\$ 1,512,000		
First Trust Bank	2	\$ 380,000	11	\$ 3,436,102
Haven Trust	2	\$ 510,000		
NCB Financial	2	\$ 1,035,000		
Southern Community Bank & Trust	2	\$ 259,570	3	\$ 2,352,500
United Midwest Savings	2	\$ 2,305,000		
Waccamaw	2	\$ 370,000	1	\$ 715,000
Yadkin Valley	2	\$ 642,000	3	\$ 2,279,000
American Community Bank	1	\$ 275,000		
Bank of Currituck	1	\$ 40,000		
Bank of the Commonwealth	1	\$ 108,100		
Beach Business Bank	1	\$ 762,800		
California Bank & Trust	1	\$ 100,000		
Community Bank of Rowan	1	\$ 243,000		
First Community Bank	1	\$ 495,000	1	\$ 648,850
First Gaston Bank	1	\$ 150,000	1	\$ 191,000
First National Bank of Shelby	1	\$ 85,000		
First National Business Capital	1	\$ 1,725,000		
First Tennessee Bank	1	\$ 10,000		
FNB Financial Services	1	\$ 85,000	1	\$ 242,500
Heritage Bank	1	\$ 395,500		
Independence Bank	1	\$ 111,150		
Irwin Franchise Capital	1	\$ 330,000		

Lexington State Bank	1	\$ 175,000	1	\$ 297,500
Macon Bank	1	\$ 550,000		
Mechanics & Farmers	1	\$ 97,000		
Nara Bank	1	\$ 400,000		
New Dominion Bank	1	\$ 180,000		
NewTek	1	\$ 118,000		
OMNI National Bank	1	\$ 175,000		
Peoples Bank	1	\$ 995,000		
RCB Bank	1	\$ 100,000		
Regal Bank & Trust	1	\$ 955,000		
Sentry Bank & Trust	1	\$ 98,000		
Small Business Loan Source	1	\$ 299,000		
Smith River Community Bank	1	\$ 150,000		
Sound Banking	1	\$ 60,000		
Southern Bank & Trust	1	\$ 123,500		
Temecula Valley Bank	1	\$ 1,164,300	2	\$ 1,515,000
Truliant FCU	1	\$ 1,900,000		
United Community Bank	1	\$ 448,200	3	\$ 1,880,203
United Heritage Bank	1	\$ 200,000		
		\$ 176,420,510		
<u>504 Participating Lenders</u>				
Asheville Savings Bank			2	\$ 2,885,000
Bank of Asheville			3	\$ 2,399,747
Bank of Commerce			2	\$ 237,500
Cardinal State Bank			2	\$ 1,292,500
Catawba Valley Bank			1	\$ 149,865
Citizens South Bank			1	\$ 331,000
Commerce West Bank			1	\$ 1,575,000
First American Bank			1	\$ 257,500
First Bank			1	\$ 210,000
First South Bank			1	\$ 700,000
GE Capital			5	\$ 5,622,997
Greater Bay Bank			1	\$ 499,200
Haven Trust Bank			1	\$ 1,311,000
HomeTrust Bank			3	\$ 1,525,000
Lumbee			1	\$ 3,106,255
Mid-Carolina Bank			1	\$ 1,366,000
National Cooperative Bank			1	\$ 1,383,236
Nexity Bank			1	\$ 2,030,000
Piedmont Bank of GA			1	\$ 887,500
Provident Community Bank			1	\$ 271,000
Regions Bank			1	\$ 787,500
Security National Corp.			1	\$ 875,000
Springs Mortgage Corp.			1	\$ 451,000
SterlingSouth Bank & Trust			1	\$ 654,890
Sterling Bank			2	\$ 2,090,000
Zions			4	\$ 2,944,000
Totals	1353		141	\$ 109,207,928
<u>504 Loans</u>				
Self-Help Ventures Fund	48	\$ 25,380,000		
BEFCO	29	\$ 12,690,000		
Centralina	24	\$ 15,120,000		
Asheville Buncombe	14	\$ 8,842,000		
Neuse River Dev.	8	\$ 8,853,000		
Northwest Piedmont Dev.	8	\$ 5,249,000		
Smoky Mountain Dev.	3	\$ 2,576,000		
Wilmington Dev.	3	\$ 1,574,000		
Region D. Dev.	2	\$ 791,000		
Region E. Dev.	2	\$ 373,000		
Totals	141	\$ 81,448,000		